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LIBBRIEN

# WEBSIE S

MAMMOTH PACKET

BULK

SEEDS



MELL.WEBSTER=SEEDMAN.
INDEPENDENCE -- IOWA.

# S P R I N G W H O L E S A L E P R I C E L I S T

JANUARY 25, 1901

# WEBSTER'S

HIGH GRADE BULK AND PACKET SEED.

TO THE TRADE:

I realize fully that QUALITY COUNTS FOR MORE in Seeds than in any other line of merchandise, and I do not need to tell you that cheap seed, grown by irresponsible growers in a careless and haphazard manner, are never cheap seed to buy, no matter at what price they can be procured. Such seed are sure to be a disappointment to the one who uses them and an injury to the trade of the dealer who sells them. The prosperity of the country, the advance in wages and better prices for produce has had its effect in a general way upon the value of seeds, and no one should expect to get their seed at as low a price as in the last few years of depression, light trade and over-production. Prices of seed are firm and advancing. Not in years have all the conditions of the seed trade been as healthy, and not in my experience has there been as many items on the short list as at present. Competition is brisk among seedsmen, but we do not find it necessary to put the price below the cost of production in order to effect sales. There is no surplus stock in sight, and of very many things there will not be enough to go around. Order early if you are in the market for Bulk Seed, and make sure of securing the varieties you want.

# We Originated the Large Seed Packet

And Ours are the Only &

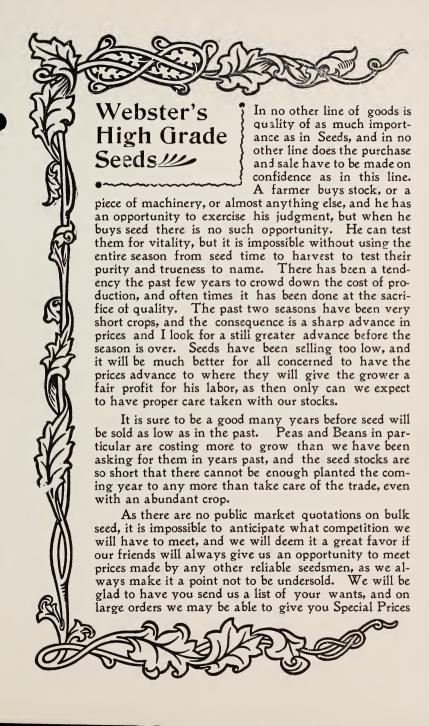
Genuine Mammoth Packets With Double Quantity

Of Seed to Packet. DO NOT BE DECEIVED by the Claims of Others Who Seek Your Business.

# MEL. L. WEBSTER

SEEDSMAN.

INDEPENDENCE, IOWA.



Our DOUBLE QUANTITY MAMMOTH PACKET of Flower and Vegetable Seeds, during the last three years, or since we first introduced it, has obtained a very strong hold of the trade. In all sections of the country where we have made an effort to secure business the success we have met with has been unprecedented in the history of the seed business. Starting three years ago in the present business, we were an unknown quantity in the trade, but even in this short time our plan of packeting seed has proven such a success that a number of our competitors have already or are about to follow us in size of package, in hopes to head off and try to secure for them-



A Model (jarden in Dawson City, N. W. T., from Webster's Seeds.

selves some of the trade our new method has attracted. There can be no greater compliment or recommendation possible than to have our plans COPIED by others. Some people are never capable of originating a new idea, and must of necessity follow in the wake of a more successful rival. It is impossible to anticipate what competition our Mammoth Double Quantity Packets may have in the future, but as yet nothing has been offered by any one that is their equal in size and quantity, and we stand ready to protect our customers on prices when any such package makes its appearance at any time in the future.

THIS \* LIST & IS & FOR & DEALERS ONLY & & The prices quoted in this list are strictly Wholesale Prices, and are for dealers who buy to sell again. The line of goods I put up and the varieties of seed I quote are those which are the most staple with the store trade. As I do not do a retail business, the new and high priced novelties I leave for those seed companies who make a specialty of the retail

catalogue trade. The line of seed I handle comprises everything ever used by the trade, whose business I solicit, and in

whose interest I try to conduct my business.

TERMS.\* .\*

All Garden Seed, both bulk and packages, are sold on JUNE 1st time, regardless of the time of shipment, and are due, net, without any discount at that date. All bills not paid by June 5th are subject to sight draft with-

out notice. We will not allow EXCHANGE or EXPRESS CHARGES on remittance, and if PERSONAL CHECKS are used they must be drawn WITH EXCHANGE. Onion Sets.

Field Peas and Grass Seed are Net. 30 day goods.

BAGS & & AND & BOXES & &

No charge made for Display Cases for package seeds, but Bags, Boxes, Barrels and Baskets used for packing loose bulk seed, onion sets and field seed will be charged at cost, and we will try to pack all goods so that this neces-

sary package charge will be as little of a hardship on our customers as possible, and I will allow credit for Muslin Bags if returned in good shape, free of express or freight charges. The Two-Bushel Seamless Bags are a staple article, and can be disposed of at a profit over the price I charge you.

BY &

I especially solicit any business you may have to place by mail. For all the trade who will receive this list there will be no place from which supplies can be procured in less time MAIL & than they can if ordered of me, and the matter of time is a very important thing dur-

ing the seed selling season. I have every benefit of quick express and freight service, and will use every effort to fill mail orders without delay.

We send out no seeds to be sold on COMMISSION. Packet and Bulk Seed are sold OUTRIGHT.



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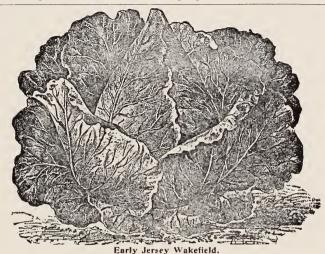
## NON-WARRANTY & \* \*

I will exercise the greatest care to have all seeds I sell true to name and of HIGHEST GRADE, and guarantee to test all seed that they may be sure of germination before they are sent out. but as there are so many outside conditions that even the germination of seeds depend on, it is imposible to warrant them, and it is expressly understood and agreed that they are not warranted in any respect, and I will not be responsible for the crop. If the seed is not accepted on these terms, they must be returned at once.

#### The Items Marked in Heavy Type are Most Desirable.

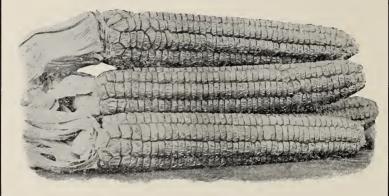
ASPARAGUS & & & & &	Per Lb.
Conover's Colossal, old standby	\$ .28
BEANS-Dwarf, Wax Pod & &	Per Bu.
	\$4,50
Improved Golden Wax, fine quality: productive	4.50
Golden Wax	$\dots 4.50$
Wardwell's Kidney Wax, early; favorite for market	0.0004.75
German White Wax, vine small; bean white	5.00
Golden Eyed Wax, good shipper	
Refugee Wax	$\dots$ 4.50
Crimson Flageolete Wax	5.00 5.00
Purple Flageolet Wax	4.50
	1.00
BEANS-Dwarf, Green Pod & & &	0.70
Early Red Valentine, best green pod bean	
Early Mohawk, earliest bean; quite productive	
Refugee or Thousand to One, very productive; late	<b>3.</b> 50
Early Refugee, earlier than the above	3.75
White Kidney, (Field), valuable for field	2.75
Dwarf Horticultural. late; superior quality	4.50
Henderson's Dwarf Lima, bean smaller than Lima	5.40
Burpee's Dwarf Lima, bean large; finest quality	
Burpee's Stringless Green Pod	4.90
BEANS-Pole & & & &	
Red Speckled Cut Short or Corn Hill, to plant with Corn.	5.00
Horticultural or Cranberry, bean large, round; fine  Long White Dutch Case Knife, a good climber	
Large White Lima, well known; standard	5.75
Kentucky Wonder	$\dots 6.25$
BEETS-Table Varieties & & & &	Per Lb
Early Blood Turnip, well known; popular	\$ .28
Egyptian Blood Turnip, early; fine	
Market Gardeners, half long Edmand's Early Blood Turnip, fine shape; blood red	
Eclipse Blood Turnip, extra early; tender when young	30
Early Bassano Turnip, good quality	28
Dewing's Blood Turnip, desirable; early	
Swiss Chard or Sea Kale Beet, grown for the tops	
Single Character Sea Hate Deed, growing or the topo	

BEETS-Mangel Wurzel & & &	
Mammoth Long Red. large; standard soit	\$ .18
Golden Tankard, best yellow beet	
White French Sugar, flesh white; very sweet	
Orange Globe, smooth; fine shaped root	 .18
Vilmorin's Imperial Sugar	 .18
Orders of 10-pound lots or more at 15 cents per pound.	



Sure Head, for fall and winter; drumhead shaped..... 1.40 Fottler's Improved Brunswick. large; second early...... 1.10 Henderson's Early Summer, grows large........................ 1.40 Premium Late Flat Dutch, a standard winter sort............ 1.10 Large Late Drumhead. for fall and winter; solid.............. 1.10 Marblehead Mammoth Drumhead, noted for size............ 1.25 Red Dutch 1.25 CAULIFLOWER 🤞 🤞 🎉 Per Oz. Per Lb. Early Paris, early; head large and solid......\$.50 \$5.00 Henderson's Early Snowball, a sure header...... 1.75 Early Scarlet Horn, best for early..... Danver's Half Long, standard for table or stock..... Chatenay..... .60

CARROT-Continued & & &	Per Lb.
Half Long Stump Rooted	\$ .45
Large White Belgian, for stock purposes	25
Yellow Belgian, grows large	
CELERY & & & & &	
Golden Hearted Dwarf, best for home garden	75
Golden Self-blanching, beautiful and good quality	2.40
Giant White Solid. large; crisp; fine flavor	1.00
Boston Market, good for light soil	90
White Plume, a good keeper; very handsome	1.10
Giant Pascal	75
Celeriac, a turnip-rooted sort	
COLLARDS, Georgia Southern	65



Early Minnesota.

N. B. Sweet Corn is always sold by Measured Bushel as there is no legal weight and neither could there be a just weight on it. as the different sorts vary so much. Early flinty varieties going as high as 55 pounds to the bushel, while kinds like Evergreen and Country Gentleman weigh as low as 44 to 46 pounds to the bushel.

CORN-Sweet & & & &	Per Bu.
Extra Early Adams	\$1.40
Early White Cory, a white selection of Cory	$\dots 1.75$
Early Red Cory, produces roasting ears in 60 days	$\dots 1.75$
Early Minnesota, early; of good quality	
Crosby's Early, of the finest variety	$\dots 1.60$
Perry's Hybrid, popular in the East	1.60
Moore's Concord, ears large; good	$\dots 1.60$
Black Mexican, quality very fine	$\dots$ 1.75
Country Gentleman, tender; very sweet	$\dots$ 1.75
Stowell's Evergreen, well known; standard sort	1.40
Mammoth Late, very large; sweet	1.40
Egyptian Sweet, much used for canning	1.40
Sweet Fodder	$\dots 1.00$

This List we have endeavored to make unique in respect to the illustrations used. All the half-tone views are from photographs taken of our own fields, or are from the vegetables grown by ourselves for strictly seed purposes.



Gathering Cucumbers Boston Pickling Cucumber Some Good "Improved Long Greens" Cucumber Bearly Custer Cucumber Cucumber Cucumber Cucumber Seeder at Work

CORN—Field & & & & & & & & & & & & & & & & & & &	
Improved White Spine.	
CUCUMBER & & & & & & & & & & & & & & & & & & &	
ENDIVE & & & & & & & & & & & & & & & & & & &	
EGG PLANT & & & & & & & & & & & & & & & & & & &	

KALE \* \* \* \* \* \* \* \* \*

Dwarf German Green Curled, dwarf; compact.

Tall Scotch Curled.

 $\begin{array}{c} .50 \\ .50 \end{array}$ 

KOHL RABI & & & & &	Per Lb.
Early White Vienna, bulb smooth; best for table Early Purple Vienna, bright purple	\$1.50 1.60
LEEK, American Flag, most extensively grown	65
LETTUCE & & & & & & & & & & & & & & & & & & &	
Prize Head, finest quality; best for home yarden. Hanson, forms large, solid head. Black Seeded Simpson, for home or market yarden. Early Curled Silesia, very popular; fine quality. Grand Rapids, a favorite for ynowing under ylass. Early White Cabbage, grows white; close firm head. Green Fringed, beautiful fringed leaves; excellent. Tennis Ball, valuable for forcing. Simpson's Early Curled, forms large, loose head. California Cream Butter, good for summer. Big Boston.	



Rocky Ford Musk Melon.

MELON-Musk & & & & &	Per	Lb.
Rocky Ford Gem, oval strain of Netted Gem	\$	.30
Paul Rose, green; orange flesh		.30
Osage, thick orange flesh; dark green color		.25
Improved Prolific Nutmeg, well known; fine quality		
Early Hackensack, large; early; green flesh		.25
Yellow Cantaloupe, flesh deep orange; skin yellow		
Netted Gem, small; early; fine variety		.30

MELON-Musk, Continued & & &	Per Lb.
Skillman's Netted, early; superior quality; flesh green	\$ .25
Surprise, cream white; round; flesh salmon colored	
Orange Christiana, early; skin and flesh yellow	25
Banana, skin yellow; salmon flesh; very long	
Shumway's Giant. very large; orange flesh	25
Chicago Market, large; green flesh; fine quality	25
Pineapple. small; dark green; flesh green	25
Montreal Market, one of the largest of the Nutmegs	25
White Japan, small; cream colored; green flesh	
Bay View, oblong; flesh green; productive	
Tip Top, orange flesh; oval; cream colored; fine	25
Irondequoit, round; netted; orange flesh	
Banquet, superior quality; orange flesh	25



McIver's Sugar Watermelon.

MELON-Water & & & &	er Lb.
McIver's Sugar, finest quality	.\$ .22
Jumbo, large and fine	22
Early Fordhook, extra early	22
Triumph, very large	22
Phinney's Early, the earliest	22
Kolb's Gem, large; solid; good shipper	22
Mountain Sweet, well known; excellent quality	22
Jordan's Gray Monarch, very large	22
Dark Icing, large; fine quality	22
Peerless or Ice Cream, early; best for private garden	22
Cuban Queen, popular for market and shipping	22
Sweet Heart, large; fine quality	22
Mammoth Ironclad, a good shipper and keeper	22
Florida Favorite, early; large; fine quality	
Kentucky Wonder, new; of great merit.  Dixie, beautiful; extra quality.	22
Seminole, very popular; early.	22
Gypsy or Georgia Rattlesnake, popular for shipping	22
Citron, for preserving; red seeded	22
Cole's Early, extra early; of fine quality	
Orders of 10 pounds or more of one sort at 20 cents per pound.	

MUSTARD & & & & & & & & & & & & & & & & & & &	8	.20
Chinese Curled		.20
MARJORAM & & & &		
Sweet:		.70
NASTURTIUM & & & & &		
Tall Mixed		.35
Fine Dwarf Mixed, a fine mixture		.00
OKRA * * * * * * * * * * *		2-
Dwarf White		.25



View of Onion Set Field, Webster's Seed Farm.

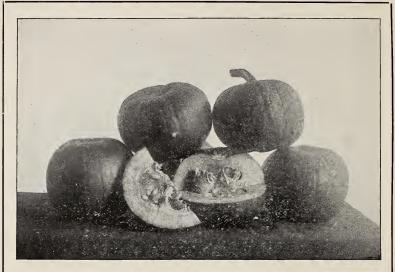
ONION SETS & & & &	st st			Per Bu.
Top or Button, (short crop),				
Choice White Bottom Sets,	grown from	n seed, 32 lbs	. to bus.	hel. 2.50
Choice Yellow Bottom Sets,		"		2.25
Choice Red Bottom Sets,	66 66		66 6	' 2.25

Onion Sets are sold on a Net Cash basis, and the terms are Thirty Days with No Discount. Barrels and Baskets will be charged at cost. A desirable way to have them shipped is in One-Bushel Baskets, which cost 15 cents each. The Baskets make an elegant package for shipping, keeping the Sets in the best of condition while in transit, and being a ready sale at more than cost price when empty. Onion Sets can not be sent without danger of freezing until after the usual time of sending balance of seed order, and I will not take the responsibility of shipping them before March 15th, but will ship at purchaser's risk at any time.

ONION & & & & & & &	Per Lb.
Large Red Wethersfield, standard for field. Southport Red Globe, quality fine; handsome. Extra Early Red, quick grower; flat. Yellow Globe Danvers, much used for sets. Yellow Strasburg, much used for sets. Southport White Globe, mild; a beautiful sort. White Portugal or Silver Skin, good for pickling. Early White Pearl, for pickling. White Queen, small; early. Mammoth Silver King, grows very large. Prize Taker or Spanish King, straw colored; large. Giant Rocco, an imported variety. Giant White Tripoli.	
PARSNIP & & & * & & &	-
Hollow Crown, an old and reliable sort	
PARSLEY & & & & &	
Champion Moss Curled, very beautiful; the best	
PEAS-Extra Early Variety & Height.	Per Bu.
Alaska, valuable first early; green seeded	\$3.75 3.40 3.50
It is customary with most seedsmen to list quite a number of sorts, such as First and Best, Early Kent. Philadelphia Extra Early, I and many others, with usually one of their own brand, all of which taken from the same bin, and well they may be, for there is no othem. If your trade calls for any of these sorts. I can mark them but prefer not to deceive my trade by listing them separately.	Extra Early Dan O'Rouke are usually lifference in to suit you,
PEAS Early Dwarf & & Height.	Per Bu.
*Bliss' American Wonder, earliest wrinkled. 1 ft.  *McLean's Little Gem, Premium Gem strain. 1½ ft. Improved Tom Thumb, popular sort. 1 ft. Blue Peter, often called Blue Tom Thumb. 1 ft.  *Nott's Excelsior, new; very popular. 1 ft.	$ \begin{array}{ccccc} & 4.10 \\ & 4.00 \\ & 4.00 \end{array} $
PEAS—Second Early & & & &	
*McLean's Advancer, second early. 2 ft.  *Bliss' Everbearing, long time bearing 2 ft.  *Pride of the Market, pods large; fine 2 ft.	3.25 $4.50$
The * signifies a wrinkled variety; weigh 56 lbs. to bushel. Others	weigh 60 lbs.



*Champion of England, a standard for excellence 5 ft\$3.00
*Yorkshire Hero, sometimes called Dwarf Champion. 3 ft 3 25
*Carter's Stratagem, a valuable late Dwarf variety 2 ft 4 00
*Tall Gray Sugar, edible podded sugar; brown seed 4 ft 4.00
*Dwarf Gray, of shorter growth
Melting Sugar, white seed $3\frac{1}{2}$ ft $4.25$
*Telephone, pods large $3\frac{1}{2}$ ft $4.00$
Large White Marrowfat, a valuable variety; hand picked 1.75
Black Eye Marrowfat
Choice White, Field
Canada Green. Field
The * signifies a wrinkled variety; weigh 56 lbs. to bushel. Others weigh 60 lbs.
PEPPER & & & & & & & Per Lb.
Bell or Bull Nose, best for mangoes and pickling
Long Cayenne, much used for pickling 1.00
Golden Dawn, large; bell shaped; mild flavor 1.25
Ruby King, large and fine 1.25



Small Sugar Pumpkin.

Small Sugar Pumpkin.	
PUMPKIN * * * * * * * * * * * * * * * * * * *	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
Early Long Scarlet, Short Top, standard sort. Early Deep Scarlet Turnip, very early and pop Early Scarlet Globe. Early Scarlet, Olive Shaped, grows thick; fin	bular
White Strasburg	Scarlet Turnip Rooted.

Early French Breakfast, pink and white; handsome\$ Early White Tipped Scarlet Turnip	.36
Larry white ripped Scarlet rump	
Early White Turnip, small; grows quick	.35
Wood's Early Frame, used for forcing; long	.35
Rosey Gem, small; pink and white	.35
Non Plus Ultra, new and popular	.35
Philadelphia White Box. small and white	.35
Early White, Olive Shaped. very crisp and fine	.35
Chartier Improved, long; scarlet; white tipped	.35
Long White Strasburg, best for early summer	.35
White Naples, long; of fine quality	.35
White Vienna, sometimes called Lady Finger	.35
California White Mammoth, very large; fine	.35
Yellow Globe, Summer	.35
China Rose, Winter, mostly used for winter	.28
Long Black Spanish, Winter, a good keeper	.28
RAPE, Dwarf Essex, valuable for sheep	.08
RHUBARB, Large Victoria	.80



White Bush Squash.

SQUASH-Winter & & & &	Per	r Lb.
Improved Hubbard, most popular winter sort		\$ .25
Boston Marrow, orange colored; good quality		25
Marblehead, fine quality; good keeper		25
Sibley, or Pike's Peak, popular where known		.25
Golden Hubbard, new; valuable		.35
Mammoth Chili, good for stock and exhibition		
SQUASH—Summer & & & & &		
Summer Crookneck, staple early variety		.22
Mammoth Summer Crookneck, grows larger		.22
White Bush Scalloped, early; good quality		.22

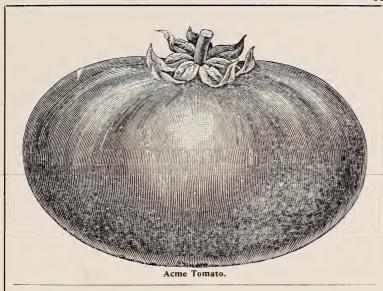




Chinese Carled Mustard.

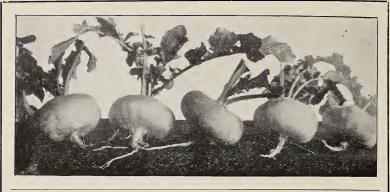
Danver's Half Long Carrot.

SPINACH & & & & & & & & & & & & & & & & & & &	Per Lb.
Long Standing, slow in running to seed	
Viroflay, popular with gardeners	14
Broad Leaf, good quality; productive	14
Prickly Seeded, Winter, very hardy	.14
Bloomsdale, Savoy leaved	14
SUMMER SAVORY	50
SALSIFY & & & & & & &	
Long White French, oyster plant; a standard sort	
SUGAR CANE & & & &	
Early Amber	04
Early Orange	04
SAGE * * * * * * * * * * * * * * * Broad Leaf Perennial, old standby	1.50
SWEET BASIL, a perennial herb	80
BROOM CORN & & &	
Missouri Evergreen	04
SUNFLOWER & & & & & &	
Mammoth Russian. heads very large	05
SWEET PEAS & & Color.	
Cupid, dwarfClear White	\$ .60
Blanche Burpee	50
Katherine Tracy Pink Scarlet Scarlet	
Emily Henderson	
Mrs. GladstoneRose Pink	50
Ignea Intense Crimson New Countess Bluish Mauve	
Fine Mixed, a choice mixture	
THYME, a perennial herb	



NOTE. There is no item in the seed line in which quality counts for more than on Tomato Seed, and there is none in which there is so much chance for poor and unreliable seed stocks. Beware of too cheap seed, or you may be getting the product of a canning factory which can be produced at a much less price than seed saved from Tomatoes grown for exclusive seed purposes. We are largely our own seed growers in Tomato Seed, and believe our stocks will please the most critical trade.

TOMATO & & & & & & & &	Per Lb.
Acme, early; productive	\$1.10
Red Trophy, popular sort; color bright red. Optimus, smooth; solid	1.10 $1.25$
Perfection, bright red; fine quality	1.10
Dwarf Champion, grows dwarf and stocky	1.40
Mikado. foliage distinct; smooth; fine	1.10
Matchless. finely shaped	1.50
Beauty, large; solid; excellent	1.25
Golden Queen, the best yellow sort	1.25
Yellow Husk or Ground Cherry	2.00
Ponderosa, the largest	2.25
Potato Leaf, foliage like Mikado	1.15
Yellow Pear	1.40
New Imperial	1.50
Extra Early Advance	1.50
TOBACCO & & & & & & & & & & & & & & & & & &	
Connecticut Seed Leaf	1.40



TURNIP * * * * * Per Lb.
Early Purple Top Munich, grows very quick \$ .35 Purple Top Strap Leaf, standard for all purposes .20 Purple Top White Globe, one of the best .20 Earlp Purple Top Milian, very early .40 White Egg, an elegant sort for table use .28 White Top Strap Leaf, good for table or stock .20 Golden Ball, a good keeper; fine quality .25
RUTABAGA & & & & & &
American Purple Top, best for table or stock
To use in putting up Bulk Seed for the customer; are a great convenience to the dealer, and I have made arrangements to supply my trade with them at a price low enough so that no one handling bulk seed can afford to do without them. They are a heavy manilla bag with a gummed flap, and are almost indispensible in putting up one and two-ounce lots of small seed, such as Radish. Turnip, Onion, &c. We do not supply them plain, and will print the merchant's card on without extra charge. One reason that I make so low a price is that I consider the advertisement of my own on the bag is worth something to me. The prices I quote on them are as follows:
2-Ounce Bags, per 1,000
1-Ounce Bags, per 500

# Double Quantity

My Vegetable Packages are of a special size, being much larger Mammoth Packet. than the standard, and I pack double the amount of seed to

the packet that has ever been packed heretofore. This makes a packet well worth 5 cents, the price at which it is intended to sell. To show just what Double Quantity means, my Mammoth Packets of Cucumber, Melon, Radish, Squash, Turnip, &c., contains 240 grains, troy weight, or equal to fully onehalf ounce of seed, while the standard heft on these items is just one-half that amount. My Beet packet is extra large and I pack 320 grains, troy, of this seed, or two-thirds of an ounce, while the old standard size is one-third of an ounce, or 160 grains, troy, and so on through the list my packets are all

double the standard amount of seed.

In order to have this Mammoth Packet retail for the old price, 5c, I sell them for \$2.00 per hundred, which gives over 100 per cent profit, and pays one cent per packet more profit than the regular commission terms. Besides this I agree to lock after your stock. My agent each year will destroy all flat packet seed that are unfit for sale the following year, either from being too old or too badly soiled, if it is evident that reasonable care has been used to protect them from dirt after seed season is over, and I will send in their place such new seed as you may direct. There is no other line of packet seed that begins to offer the same inducements, both to the trade in the way of profits and to the purchaser in value, for the money. The novelty they present, when shown up by the side of the standard packet, goes far toward insuring their sale, for a customer must be indeed prejudiced if he will be willing to pay the same for the standard-sized packet that he would for my Double Quantity Mammoth Packet.

I have been to an expense of getting out new designs of flowers and vegetables for my Packets and Labels, and can safely claim there is not another line of seeds on the market that is an equal of mine in beauty and style of lithographing. The bags are made of fine quality of paper, and the packing is neatly and accurately done. My cases, which I supply free with all orders large enough to require a case, are finished in two coats of shellac, nicely labeled, and will present as attractive an appearance as any seed case on the market. I furnish posters and hangers for advertising purposes, and, take my whole line of Packet Seeds, you will find them equal or superior in beauty and excellence to any line of seed offered, while no other line will compare with my Mammoth Packets for amount of seed to the packet or offer the same inducement to the purchaser. The goods are packed in 400 and 250 regularly assorted cases; the assortments are carefully made and ought to suit the trade as well as any selection you could make yourself, yet I will make no extra charge for special assortments and will gladly pack the goods to your order at the same price of \$2.00 per 100--cases free.

## \*\*LARGE PACKAGES\*\*

To meet the demand for a ten-cent package, I pack Peas, Beans and Corn in a ONE-THIRD OUART pasteboard cartoon. This, while not double the size of the ten-cent packages put up by other seedsmen, is the largest ten-cent package put up by anyone. The best that has been done heretofore has been a one-half pint to retail for that money. I have increased the quantity of seed to packet fifty per cent, and have not increased the price. I also pack Turnip and Rutabaga in fourounce packages which retail at 15 cents, or at same price bulk seed should be sold at. My package labels are of a new design. beautifully lithographed in colors, and make my large rackages the most attractive and showy of anything in their line. These I put in three regular assortments, as follows: Assortment A. 102 packages, cost \$5.50; assortment B, 76 packages, cost \$4.25. and assortment C, 60 packages, cost \$3.25, all packed in display cases without extra charge for case; also sell them by the dozen, as follows:

Peas and Beans, one-third quart cartoons, per dozen\$	.70
Pole Beans, per dozen	.80
Corn, one-third quart cartoons, per dozen	.40
Turnip and Rutabaga, one-fourth pound cartoons, per doz.	.80

## \*FLOWER SEEDS\*

The same statements that apply to my Flat Vegetable Packets apply to my Flower Seeds. They are DOUBLE QUANTITY, and there is nothing I sell where I give greater value for the money. I pack them in 50 and 100 packet boxes, and sell them at the same price as the Vegetable Packets, \$2.00 per 100 packets, no charge for box. My flower seed box is neat and attractive and when empty will make a valuable box for many purposes, and is worth one-fourth the amount I charge you for the seeds. Try a box and you are sure to want more next year.

## 

My one-pound package of High Grade Mixed Lawn Grass is a work of art; the quality of the grass seed is unsurpassed;

being the right varieties and mixture to produce the most perfect lawn. The price, \$2.00 per dozen, equal to less than 17 cents per pound, is only about what a good Lawn Grass will cost in bulk. The packets are marked to sell at 30 cents.

For convenience in ordering you will find below a list of different combinations of my Packet Seed. If any of these suit your wants you can order by number, if not, we can give you anything you want from one dozen packages to a complete line.

### COMBINATION No. 1 CONTAINS:

COMBINITION 110. CONTINUE.
1 Case 400 Mam. Flat Vegetable Packets at \$2.00 per 100, \$ 8.00
190 ½ Qt. Pkgs Peas, Beans and Corn, Per Case, 5.50 112 ¼ Lb. Pkgs Turnip and Rutabaga, Per Case, 5.50
" 12 one-pound Packages High Grade Lawn Grass, 2.00
1 Box 100 Mammoth Packets Flower Seeds
T-1-1 \$17.50
Retail value \$39.40 Pays profit of \$21.90
COMBINATION No. 2 CONTAINS:
1 Case 400 Mam. Flat Vegetable Packets at \$2.00 per 100, \$8.00
" 68 ½ Qt. Pkgs Peas, Beans and Corn, Per Case, 4.25
" 6 one-pound Packages High Grade Lawn Grass. 1.00
" 6 one-pound Packages High Grade Lawn Grass, 1.00 1 Box 100 Mammoth Packets Flower Seeds 2.00
Total cost \$15.25 Retail value \$34.80. Pays profit of \$19.55
Tetali value
COMBINATION No. 3 CONTAINS:
1 Case 250 Mam. Flat Vegetable Packets at \$2.00 per 100, \$5.00
" So 1/4 Qt. Pkgs Peas, Beans and Corn, Per Case, 3.25
6 A LD. Pkgs Turnip and Rutabaga, 4
o one-pound i ackages ingli Grade Lawn Grass, 3.00
1 Box 50 Mammoth Packets Flower Seeds
Total cost \$10.25
Retail value \$24.20. Pays profit of \$13.95
COMBINATION No. 4 CONTAINS:
1 Case 250 Mam. Flat Vegetable Packets at \$2 00 per 100, \$5.00
52 1 Qt. Pkgs Peas, Beans and Corn, Per Case. 3.25
" A b. Pkgs Turnip and Rutabaga,
Total cost \$8.25 Retail value \$18.90. Pays profit of \$10.65
Ketaii value \$18.90. Pays protit of \$10.65
These goods are NOT SENT OUT TO BE SOLD ON COMMISSION, but in all cases the SALE IS OUTRIGHT.

